



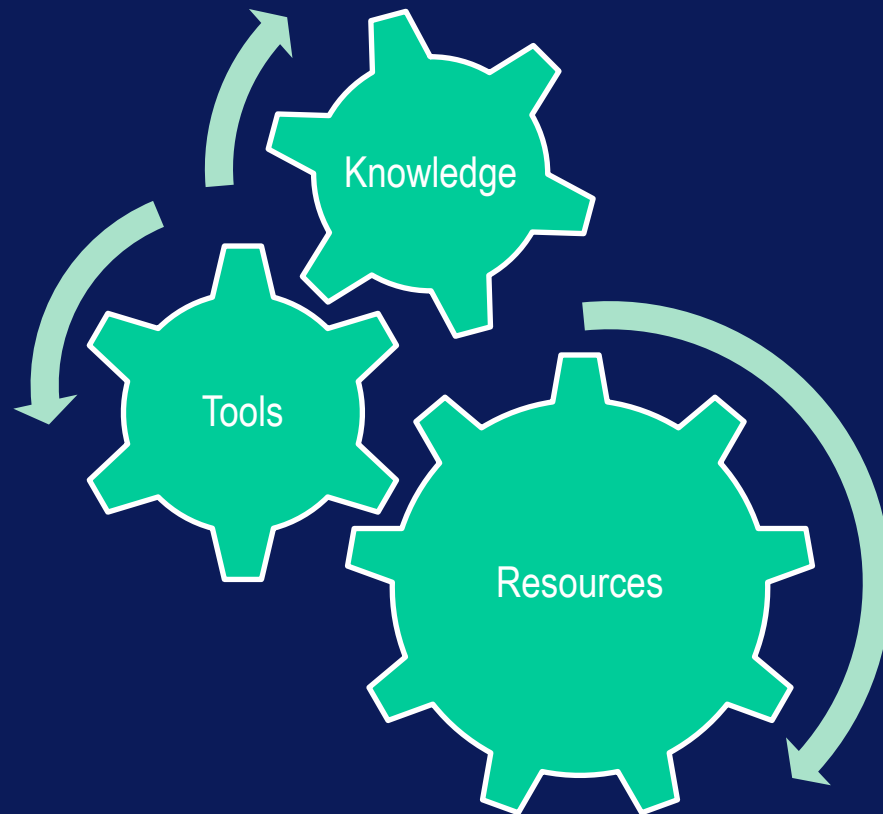
# U.S. Commercial Service

## NATO Procurement

IC, NAMSA, NACMA, ACO, ACT, NC3A, MC, SRB, MBC, NC3B, WGNT, NCOP, NC3B, SCs, WGs, NSIP, C3S, IMS, AOM, IM, FTW...



# Objectives



# What Are We Going To Talk About?

What NATO is

NATO vs MOD

NC3A and NAMSA

Offsets

Advocacy support

Security clearance

ITAR vs BIS

# What NATO is



# What NATO Isn't

MONOLITHIC!!!



# The GREAT Distinction

## NATO

- Owns some hardware
- Integrates command
- Offers joint procurement
- Proposes a vision
- Intergovernmental

## MOD

- Owns most hardware
- Delegates reps to NATO
- Finances NATO and MOD
- Follows NATO's lead (sometimes)
- Sovereign



# Recent Developments

## NATO

- Out-of-theater
- BMD
- Cyber warfare
- Streamlining/integration
- Rapid deployability

## MOD

- Aging HR
- Shrinking Budgets
- Shrinking assets
- Operational “Stovepiping”
- Cyber warfare

# NATO and MOD Resources/Funding

Population	886,488,000
Labor Force	425,808,000
GDP	\$31 Trillion
GDP/head	\$35,000

Armed Forces	4,840,300	1.13%
Defense exp	\$904 Bn	2.91%
Def Exp/head	\$1,020	

NATO Joint funding	\$10.2 Bn	1.20% of Def Exp
NATO common funding	\$2.9 Bn	0.34 % of Def Exp
NATO int'l manpower	17,314	0.34% of armed forces

# Principal programs

## Civil Budget 300 million USD

- **Political and Military activities at NATO HQ**
- **Mostly personnel** + security enhancements (\$1Mn), IT networks (\$10Mn), Pre-feasibility studies (\$4Mn)
- Additional funding = New NATO HQ (\$1Bn)

## Military Budget 2 billion USD

- **Command Structure** (incl.theater)
- **Mostly personnel** + IT systems (\$110Mn), AWACS fuel (\$85Mn), Afghanistan helo support (\$60Mn), Radar Systems (\$20Mn), Kandahar logistics (\$78Mn), Kandahar air traffic management (\$30Mn)

## NATO Security and Investment Program 1 billion USD

- **Common Structure and Capital Investment**
- **120 Capability Packages**, 10-12,000 projects, fixed infrastructure, CIS Equipment, Deployable strategic equipment.
- 60% technology, 40% Construction

# Who disburses it? NATO Procurers

## NATO Agencies

- **NC3A** – NATO Command Control and Consultation Agency
- **NAMSA** – NATO Maintenance and Supply Agency
- **NACMA** – NATO Air Command and Control Systems Management Agency

## Geographical Host Nations (MODs)

- New NATO HQ
- Airport Hungary
- Radar array in Estonia

# NC3A vs NAMSA

## NC3A

- **Command structures/Fixed installations/Exercises**
- C5ISR
- Cyber defense
- Exercise, training and simulations
- Joint Intelligence, surveillance and recon
- Procurement of Advanced Technology
- Network communications Infrastructure

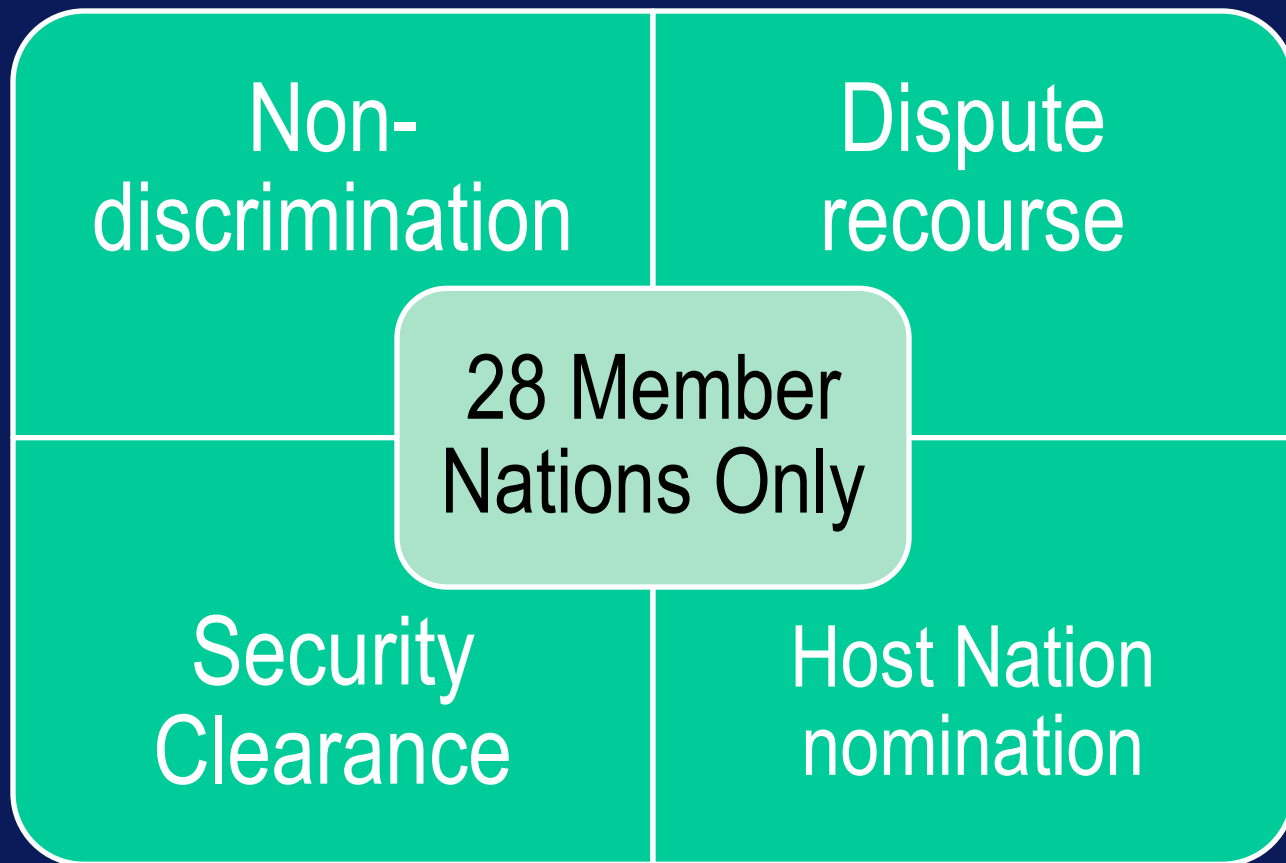
## NAMSA

- **MSRO Partnerships:** MLRS, LCM (TOW/SPIKE), Patriot, Aircraft (C-130, P-3), LCV (M-113, M-60, PzH 2000), Ammunition, Stinger, MK 46 torpedo
- **Supply:** Deployable assets (shelters, mobile kitchens, containerized facilities, waste and sewage treatment systems,...)
- **Theater support:** ISAF runway construction, medical facilities, fuel depot, airfield management,...q



# How is it disbursed?

## NATO Procurement Principles



# NATO Procurement Methods



# **MOST Commonly:**

**(For NC3A and NAMSA but also MODs)**

International Competitive Bidding

Suppliers List

# International Competitive Bidding (ICB)



# NSIP Nomination Process ICB (and Best Value)

**For both NC3A and NAMSA**

Procurer sends Notification of Intent (NOI) to purchase to Embassy (DOC)

Embassy, via Dept of Commerce, posts on Fed Biz Opps or [www.fbo.gov](http://www.fbo.gov)

**YOU** mark your interest by applying for a DECLARATION OF ELIGIBILITY (DOE)

Dept of Commerce formulates a nomination list (DOE) and passes to procurers – NC3A, NAMSA, NACMA or Host NATION

U.S. NATO handles late nominations / Procurers review the bids

# Tips for bidding on ICBs (and BVs)

- Strive to meet, not exceed, the Minimum Military Requirement.
- No non-NATO content in bids.
- Do not add overseas risk costing.
- Provide information requested show you are compliant.
- Be realistic in your cost evaluation.
- Seek clarification from procurement agencies early on.
- Fill out advocacy questionnaire before hand.
- Cooperate with local partner.
- Attend information days.
- Use Commercial Service and USNATO assistance



# Suppliers List

# Suppliers List

NC3A ⇒ Basic Ordering Agreement or BOA  
NAMS ⇒ Source File

A database of registered suppliers

Typically routine procurement

Suppliers contacted directly

Minimum three bids – lowest compliant



# Tips for bidding on Suppliers List RFPs

- Fill out as completely as possible the registration form
- Check regularly online for opportunities

# A. NC3A's Suppliers list: the BOA

**NC3A's suppliers List: the "Basic Ordering Agreement" or BOA**

- Contracting located in Brussels
- Much closer to industry
- BOA more common than ICB



# NC3A Contact

**Mr. Les Hendriks**

**NC3A – Directorate of Acquisitions**

**BOA Program Coordinator**

**Bd Leopold III, Z Building**

**B-1110 Brussels**

**TEL: ++322-707-8278**

**[Nc3a-boa@nc3a.naot.int](mailto:Nc3a-boa@nc3a.naot.int)**

## **B. NAMSA's Suppliers list: the Source File**

- Located in Cappellen, Luxembourg
- Mostly source file procurement
- Spare parts and maintenance services for weapon systems
- Procures on behalf of individual NATO member MODs
- Difficult to influence at the source as simply executing third party purchases
- Contract management
- Playing an ever-increasing theater operations role



# NAMSA Contact

**Enzo Silvestro**

**Chief Source File**

**NAMSA PROCUREMENT DIVISION**

**L-8302 CAPELLEN**

**TEL: ++35230636383**

**[esilvestro@namsa.nato.int](mailto:esilvestro@namsa.nato.int)**


[Nations](#)
[Industry](#)
[NATO Bodies](#)
[Vacancies](#)

## Welcome to the NC3A

Enabling NATO success - from missile and cyber defence to information dominance, robust communications and the campaign against Improvised Explosive Devices in Afghanistan - the NATO Consultation, Command and Control Agency (NC3A) is responsible for delivering cutting-edge technology in support of NATO's missions and decision-makers; the lion's share of the capabilities is procured from Industry. [Read more about NC3A.](#)

The NATO C3 Agency was established on 1 July 1996 by the amalgamation of the former SHAPE Technical Centre (STC) and the former NATO Communications and Information Systems Agency (NACISA). [Read more about NC3A organization.](#)

### Nations to pursue multinational C-IED procurement

At a special workshop held in Brussels on 16 November, 13 Nations agreed to seek significant cost-savings through the joint procurement of C-IED technology.

[Latest](#)
[www.nc3a.nato.int](http://www.nc3a.nato.int)
[Opportunities](#)

### Nations to pursue cost-savings through multinational C-IED procurement



At a special workshop held in Brussels on 16 November, 13 Nations agreed to seek significant cost-savings through the joint procurement of C-IED technology.

On 19 November VIP Delegation from Finland visited NC3A [▶](#)

NC3A co-organizes major cyber exercise [▶](#)

[MORE NEWS ▶](#)

**For Nations** - low-cost use of NATO common-funded capabilities for National purposes; economies of scale through multinational initiatives. [Read more](#)

**For NATO bodies** - rapid delivery of technology in support of operations, transformation. [Read more](#)

### For Industry - Latest Bidding Opportunities:

 International Competitive Bidding CO-12546-POL GAG - Provide Ground/Air/Ground Secure and ECM Resistant UHF Communication for Poland

[MORE OPPORTUNITIES ▶](#)

## Upcoming Events

DEC  
06

NATO Research & Technology (RTO) & System Analysis and Studies (SAS) -091 Specialist Team – Allied Information Sharing Workshop  
**Organizer:** NC3A  
**Date:** 2010-12-06 to 2010-12-10

MAR  
08

Engagement Coordination Operators' Workshop  
**Organizer:** NC3A  
**Date:** 2011-03-08 to 2011-03-09

[MORE EVENTS ▶](#)

[Suppliers](#) ▸ [Business Opportunities](#)

## Business Opportunities

The "**NC3A Bidding Opportunities**" page is for **INFORMATION PURPOSES ONLY** at this time. The [Bulletin Board](#) does not show all of the NC3A Bidding Opportunities. It will be further developed to incorporate the full range of Business Opportunities capabilities following the completion of design, testing and implementation on the Web Site.

Notifications of Intent (NOIs) to Invite Bids will be progressively published on the [Bulletin Board](#) and available for download.

All Nominations in respect of **International Competitions** (i.e. Competitive Bidding and BOA Plus if not a BOA company) below must be processed by potential Bidders through their **National Authorities via their associated Delegation/Mission to NATO**, who will provide the requisite Certification of Eligibility (CoE) to NC3A enabling your Company to be added to the Bidders List.

**Potential Bidders under BOA Programme are limited to BOA Registered Companies**, having a signed and activated BOA. For more details visit the [BOA information page](#). Under the BOA Programme the Host Nation (NC3A) generates the Bidders List from the profile submitted by the Company but this Web Site will provide an opportunity for BOA Companies to check whether they appear on the Bidders List and to Register otherwise. BOA Companies on the original NC3A generated Bidders List will be notified electronically.

**Potential bidders must be from one of the 28 NATO member countries.**

**BOA Companies can contact NC3A personnel, via the E-Mail facility, to Register their Companies for the specific opportunity.**

Links to commercial organizations are provided for user convenience and may include advertisements. This does not imply NATO endorsement.

[Business Opportunities](#)
[Bulletin Board](#)
[Current Suppliers](#)

This section allows companies to review Bidding Opportunities with the NC3A and to apply for a BOA.

### Quick Links

- [Bulletin Board](#)
- [BOA Information Page](#)

**Bidding opportunities**

**Companies that have Basic Ordering Agreements**

## Bulletin Board

### Opportunities for International Competitions

Project information is made available for reference only

Project number	Project description	Decision Sheet	D Document
2005/OCM03031-0	NC3A - CIS - VARIOUS - PROVIDE PUBLIC INFORMATION ACCESS	AC/4-DS(2008)0025(INV)	AC/4(PP)D/26166

Actual project opportunities

Reference	Procurement Strategy	Requirements	Contracting officer
CO-12846-PIA	International Competitive Bidding	Provision of Services for Public Information Access (PIA) and Enterprise Component . IFB is tentatively scheduled for release at the end of April 2011.	Benson Rebecca
<b>Release of NOI</b>		<b>Closing of NOI</b>	
04 February 2011		02 March 2011	

Project information is made available for reference only

Project number	Project description	Decision Sheet	D Document
2005/OIS03073-0	NC3A - INFORMATION SYSTEMS - VARIOUS - BI-SC AIS TMD CAPABILITY 1 SERVICES - FIRST STAGE AUTHORISATION.	AC/4-DS(2008)0029(INV)	AC/4(PP)D/26320 (INV)

Actual project opportunities

Reference	Procurement Strategy	Requirements	Contracting officer
CO-12780-NCOP	International Competitive Bidding	The purpose of NCOP is to enable NATO and national forces to establish and share a common view of the battle space.	Craver Gael

## Bulletin Board

### Opportunities for International Competitions

Project information is made available for reference only			
Project number	Project description	Decision Sheet	D Document
2000/5WI15002	Warning Installations - Ground/Air/Ground Communications	PL NATINADS MOA - AC/4-DS(2003)34	AC/4(PP)D/24528
Actual project opportunities			
Reference	Procurement Strategy	Requirements	Contracting officer
CO-12546-POL GAG	International Competitive Bidding	Provide Ground/Air/Ground Secure and ECM Resistant UHF Communication for Poland - IFB expected to be released in November 2010	<a href="#">Pezzi Tiziana</a>
	Release of NOI	Closing of NOI	
	25 February 2010	19 March 2010	

Project information is made available for reference only			
Project number	Project description	Decision Sheet	D Document
2001/5IS03028-0	NC3A - INFORMATION SYSTEMS - VARIOUS - DOCUMENT MANAGEMENT, WORKFLOW AND INDEX SERVICES:	AC/4-DS(2008)0003	AC/4(PP)D/26015

## Current Suppliers

The NC3A Basic Ordering Agreements listed here can be used by eligible participants.

[A](#) [B](#) [C](#) [D](#) [E](#) [F](#) [G](#) [H](#) [I](#) [J](#) [K](#) [L](#) [M](#) [N](#) [O](#) [P](#) [Q](#) [R](#) [S](#) [T](#) [U](#) [V](#) [W](#) [X](#) [Y](#)

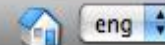
Contractor	BOA Reference No.	Description
<a href="#">1st IT People</a>	<a href="#">NC3A/BOA/10041</a>	Supply of Temporary IT Resources
<a href="#">2C-Trifonov &amp; Co</a>	<a href="#">NC3A/BOA/13103</a>	Power supply systems, DC power systems, inverters, converters, communication equipment, electrical power systems, electronic controls, security systems, training of technical support personnel, electrical and electronic engineering, science and research
<a href="#">2connect-IT B.V.</a>	<a href="#">NC3A/BOA/11659</a>	Satellite communication products and services including Inmarsat, V-SAT, Broadcast/Broadband, Iridium and Thuraya products and services
<a href="#">3D perception AS</a>	<a href="#">NC3A/BOA/13160</a>	Manufacture of Video Wall Controllers and Systems Integration, Installation of Simulation and Display Systems
<a href="#">3SDL Limited</a>	<a href="#">NC3A/BOA/13072</a>	Support Services to C3 Projects
<a href="#">42 Solutions B.V.</a>	<a href="#">NC3A/BOA/12960</a>	Computer Services
<a href="#">]init[ AG für Digitale Kommunikation</a>	<a href="#">NC3A/BOA/13081</a>	Computer Services, Internet Services, Management information systems (MIS), Software Engineering, System administrators
<a href="#">Absolute Applications LTD</a>	<a href="#">NC3A/BOA/12920</a>	Services Providing Oracle and Oracle Applications Resources
<a href="#">ACCSCO</a>	<a href="#">NC3A/BOA/11694</a>	Management, Consultancy, Engineering Services
<a href="#">Actia Sodielec PV</a>	<a href="#">NC3A/BOA/11725</a>	Satellite Earth Station Equipment & Services, System Engineering
<a href="#">ADCI of Delaware, LLC</a>	<a href="#">NC3A/BOA/10172</a>	Satellite Products & Services
<a href="#">ADD Engineering B.V.</a>	<a href="#">NC3A/BOA/11662</a>	Aurora Serial Comm. Equipment, NewFoundTech Serial Comm. Equipment, Link-1, Link-11B, IJMS, SIMPLE, LATTELL, FWDTELL and CD-2 Interface Equipment, Aurora Custom Device Driver Dev., Software Co-dev., Programming, Designing and Project Man. Services.
<a href="#">ADGA Group</a>	<a href="#">NC3A/BOA/10131</a>	Engineering and Management Consulting, Program & Project Management, Technical Support Services, Integrated Logistics Support & Training, IT Services, INFOSEC, IV&V
<a href="#">Advanced Programs Inc. (API)</a>	<a href="#">NC3A/BOA/9768</a>	Secure (TEMPEST) Products, Systems Integration, Program Management, Engineering and Consulting Services
<a href="#">Advanced Systems Technology, inc.</a>	<a href="#">NC3A/BOA/12431</a>	Computer Services, Internet Services, Software Engineering, Systems Administrator, Services, Educational and Training Services, Vocational Training, Military Services and National Defense Services
<a href="#">ADVENT</a>		



# Welcome to Procurement



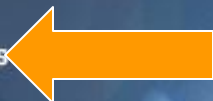
NAMSA Website NATOLOG Website



## Business @ NAMSA



- How to do Business with Namsa?
- Supplier Registration
- Future Business Opportunities
- Requests For Proposals
- "eCat1" - Direct On-Line



[www.natolog.com](http://www.natolog.com)



## Procurement @ NAMSA



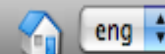
- General Rules And Provisions
- Forms
- Competition Advocacy
- Contracts Awarded
- External Links



# Welcome to Procurement



[NAMSA Website](#) [NATOLOG Website](#)



[Home](#) > [View FBOs](#)



Type

All

Filter

Result(s) 1 to 15

Result: 170 line(s)

FBO Type	Opportunity Id	Product Name	P. Org.	Tentative RFP Date
Service	11LOM12	Food and Catering Services in KAF	LO	16 Dec 2011
Service	10LWM03	SALE of two Aircraft B707-300 Combi	LW	06 Dec 2011
Service	11LOM10	Bulk Transporation	LO	03 Dec 2011
Service	11LOM09	Interpretation and Translation services	LO	01 Nov 2011
Service	11LOM11	Laundry, Ablutions, Cleaning	LO	03 Oct 2011
Service	11PPM03	HP9000 IT infrastructure Maintenance & Support Services	PA	01 Aug 2011
Service	11LOM02	Vehicle Rental for KFOR	LO	15 Jul 2011
Service	11LAM03	T56/501 Engine Repair and Overhaul	LA	15 Jul 2011
Service	09PPM13	Provision of Ammunition Storage Services for the NRF	PA	14 Jul 2011
Service	10PPM17	Protected air taxi, medical evacuation and short cargo aircraft services	PA	01 Jul 2011
Service	09LOM13	Refurbishment & Repair of Roads and Bridges	LO	30 Jun 2011
Service	10LAM11	Overhaul and Cockpit modification for AS332 L1 Super Puma H-copters	LA	30 Jun 2011
Service	11LAM05	Total EASA Part M Services (CAMO) for EC-135 et BO-105 helicopters	LC	30 Jun 2011
Service	11LAM06	Total EASA Part M Services (CAMO) for Helicopters AS332L1 & BK-117	LC	30 Jun 2011
Supply	11LZS17	Vaccines	LZ	30 Jun 2011

12345678910...

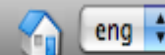
Next Page >>

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# Welcome to Procurement



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RFP Type

All

Collective Number

Type here

Filter

Result(s) 1 to 15

Result: 36 line(s)

Coll. Nr.	RFP Title	P. Org.	Closing Date	Last Modified Date
JK0110001	BCI for the provision of fuel for rapid deployable forces	PA	01 Aug 2011	28 Apr 2011
TZA110002	QMS of ILS & RLS for KAIA, MeS, MeY	LO	01 Jul 2011	12 May 2011
ASA11003	Production and Installation of Static Frequency Converters	LE	13 Jun 2011	29 Apr 2011
ASA11033	Purchase of Materiel	LE	08 Jun 2011	06 May 2011
DBA110100	Supply of TRANSMISSION MECHANICAL, AIRCRAFT	LC	07 Jun 2011	13 May 2011
ANH10072	MI-17 and/or MI-171 helicopters overhaul and upgrade	LC	06 Jun 2011	14 Apr 2011
JBR11A038	UDLM (Repair/Overhaul) of C-12 aircraft selected components	LC	06 Jun 2011	05 May 2011
JBR11A039	UDLM (Repair-Overhaul) of C-12 aircraft PROPELLER ASSY	LC	06 Jun 2011	05 May 2011
JBR11A040	UDLM (Repair-Overhaul) of C-12 aircraft INDICATOR IND-270A	LC	06 Jun 2011	05 May 2011
MNE100224A	Procurement of clock, panel	LC	30 May 2011	28 Apr 2011
MNE100296A	Supply of Standoff, threaded, spacing	LC	30 May 2011	28 Apr 2011
ARO110357	Procurement of Gearshaft, Bevel for Helicopter Model UH-1H	LC	30 May 2011	04 May 2011
ARO110355	Procurement of Stabilizer, Rotary Wing and Clevis, Rod End	LC	30 May 2011	04 May 2011
ARO110356	Procurement of Bolt Assembly, Main and Link Assy	LC	30 May 2011	04 May 2011
JBR11M041	Overhaul 2 ea COMPRESSOR ROTARY pn 206-400-3-1B	LC	30 May 2011	09 May 2011

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**Purchase Orders awarded by NAMSA  
with a value of € 76,800 and above**

**Period : 01 January 2010 - 30 June 2010**

Contractor	Cty	Value in €	Purpose of the Purchase Order
ADS&CO BV	NLD	124,674	FIXED WING AIRCRAFT SUPPLIES
AERAZUR	FRA	364,602	PARACHUTE CANOPIES
AERO INTERNATIONAL INC	USA	77,049	HELICOPTER SUPPLIES
AGILENT TECHNOLOGIES	BEL	149,792	COMMUNICATION SYSTEMS SUPPLIES
AGILENT TECHNOLOGIES ITALIA SPA	ITA	454,691	C-130 SUPPLIES
ALENIA AERONAUTICA	ITA	671,804	C-130 SERVICES
ALPAR TICARET	TUR	128,001	COMMANDER STATION CUPOLA
ARKEL INTERNATIONAL LLC	USA	174,464	KAF RLS PROJECT SERVICES
AVIALL INC	FRA	178,451	HELICOPTER SUPPLIES
AVIATRONIK SPA	ITA	295,000	C-130 SUPPLIES
BAE SYSTEMS HÄGGLUNDS AB	SWE	82,624	NLSE SUPPLIES
BAE SYSTEMS HÄGGLUNDS AB	SWE	82,844	NLSE SUPPLIES

My FBO

My Profile

Opportunities

Agencies

Welcome, John Doe

 Accessibility User Guide Logout

## Opportunities

 RETURN


Opportunities List

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Archives

 **Search Tip:** Use the [Advanced Search Form](#) for a wide array of search fields. A quick search can be conducted using the fields below.

Keywords/SOL #:

[Tips](#)

Posted Date:

Last 30 Days



Go





Clear

Save Defaults

 [More Search Fields](#) [Search by Classification, NAICS code, and more](#)

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Opportunity	Agency/Office/Location	Type ▼	Posted On ▲
 <a href="#">Test EC Access</a> 1EC-001 99 -- Miscellaneous	<b>0001 Sensitive/Secure Test Agency</b> 0001A Export Control Office Document Verification Office	Presolicitation	Apr 24, 2008
 <a href="#">title</a> alsdfj333 38 -- Construction, mining, excavating & highway maintenance equipment	<b>WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY</b> test section 2nd office	Combined Synopsis/Solicitation	Apr 24, 2008
 <a href="#">Test EA Access</a> 1EA-001 99 -- Miscellaneous	<b>0001 Sensitive/Secure Test Agency</b> 0001A Export Control Office Document Verification Office	Presolicitation (Modified)	Apr 24, 2008
 <a href="#">51--Solicitation 2</a> SOL2-UR-200804-B 51 -- Hand tools	<b>GENERAL SERVICES ADMINISTRATION</b> FEDERAL SUPPLY SERVICE 10FT	Solicitation	Apr 24, 2008

# The Future of NATO Procurement

- Streamlining – Command and Agencies
- Cyber defense
- Out-of-Theater
- Deployable Assets
- Best-Value Competitions
- Life Cycle Costing



# US NATO Contacts

## **NATO Security Investment Program**

Mr. Steve Bradshaw

U.S. Rep to the NATO Infrastructure  
Committee

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[BradshawWS@state.gov](mailto:BradshawWS@state.gov)

## **NATO Maintenance and Supply Agency**

Mr. Ed Heinrich

U.S. Rep to NAMSA

Tel: ++352-3063-6293

[Edwin.Heinrich@eur.army.mil](mailto:Edwin.Heinrich@eur.army.mil)

# USNATO Services

Briefings

Advice

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Contacts  
& Industry  
Briefings

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Extensions

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Processing

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Resolution



# Dept of Commerce Services

Briefings

Advice

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Briefings

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Organization

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Advocacy  
Support

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Event



## C. The TED or Tender Electronic Daily

Another source of opportunities



## U.S. Mission to the European Union

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- WEEE/RoHS
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- Batteries Directive
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- EU Standards and Certification
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- Business Service Providers
- About Us

## Public Procurement Opportunities in Europe

### Public Tenders from European Countries

**Country**

**Industry sector**

**Contract type**

**Document type**

**Keyword**

**Sort by**

**Search**

### European Investment Bank Tenders

**Country**

**Keyword**

**Sort by**

**Search**

- Our Worldwide Sites
- Other European Markets
- Export.gov Trade Portal

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[www.buyusa.gov/europeanunion](http://www.buyusa.gov/europeanunion)

We would also be interested in knowing how you use the database, and if could be improved. Also, if you bid on any particular tender from our database and were successful (year & country, contract value) let us know! It will help us demonstrate the value of this service to our stakeholders. We will of course keep your comments strictly confidential and only use them for



## U.S. Mission to the European Union

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## Public Procurement Opportunities in Europe

## Public Tenders from European Countries

Keyword: radio  
Sorted by: Publication date

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[next](#)

## 1. Electrosurgical unit

Lithuania

Document No.: 149952-2011

Publication date: 2011-05-13

Document type: Contract award

Due-date: 2011-05-28

Contract type: Supplies

## 2. X-ray processing devices

Poland

Document No.: 150696-2011

Publication date: 2011-05-13

Document type: Invitation to tender

Due-date: 2011-06-27

Contract type: Supplies

## 3. Television and radio receivers, and sound or video recording or reproducing apparatus

France

Document No.: 149881-2011

Publication date: 2011-05-13

Document type: Contract award

Due-date: 2011-05-28

Contract type: Supplies

## 4. Installation services of radio, television, sound and video equipment

France

Document No.: 149900-2011

Publication date: 2011-05-13

Document type: Contract award

Due-date: 2011-05-28

Contract type: Supplies

## 5. Radio telephones

France

Document No.: 151399-2011

Publication date: 2011-05-13

Document type: Invitation to tender

Due-date: 2011-06-07

Contract type: Supplies



# ODC vs DOC

## The Keys to MOD Defense Exports

- Office of Defense Cooperation
- Cooperation
- FMS/DCS
- Offsets
- Single Mission
- Local Network
- [www.???](http://www.???)
- Dept of Commerce
- Export Promotion
- DCS
- Offsets
- Multiple Portfolios
- Domestic and Int'l Network
- [www.BuyUsa.gov/country](http://www.BuyUsa.gov/country)

# Advocacy Support

- “Level Playing Field” on your behalf
- First Resort Preferred
- Wide Range of Assistance
- Multi-Agency Coordination
- Multi-pronged approach

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Committee

## The Advocacy Center



The Advocacy Center helps to ensure that sales of U.S. products and services have the best possible chance competing abroad. Advocacy assistance is wide and varied but often involves companies that want the U.S. Government to communicate a message to foreign governments or government-owned corporations on behalf of their commercial interest, typically in a competitive bid contest. Since its creation in 1993, the Advocacy Center has helped hundreds of U.S. companies--small, medium and large enterprises--in various industry sectors win government contracts across the globe. In short, we are your advocates! In pursuing foreign business opportunities, we encourage you and your company to contact us early and often.

The Advocacy Center also has Commercial Service liaisons to five Multilateral Development Banks (World Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, Africa Development Bank and Asia Development Bank) to assist U.S. firms and advocate on their behalf when they compete for Bank tenders. The liaisons counsel U.S. companies on how to work with the Banks and advocate on procurement and contracting issues to ensure fair and equal treatment for U.S. companies.

### Mission Statement

Our mission is to coordinate U.S. Government resources and authority in order to level the playing field on behalf of

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## Requesting Assistance:

### *The Advocacy Questionnaire and The Anti-Bribery Agreement*

A company interested in receiving U.S. Government advocacy assistance must first file an Advocacy Questionnaire and Anti-Bribery Agreement with the Advocacy Center. The questionnaire is the Advocacy Center's primary tool for gathering information. It provides an in-depth look at the specifics of the project and outlines the type of assistance is being requested. Along with the questionnaire, the company must complete the Anti-Bribery Agreement, certifying that neither the company nor its affiliates will engage in bribery of foreign officials. *documents must be signed by an officer of the requesting company and cosigned by an officer of the U.S. Government, not the requesting company.*

These documents are provided below. The completed and signed Advocacy Questionnaire and Anti-Bribery Agreement may be faxed back to the Advocacy Center at (202) 482-3508 or (202) 501-2895.

[Advocacy Questionnaire and Anti-Bribery Agreement \(PDF\)](#)

(Adobe Acrobat "PDF" File: Type text directly onto the form, then save or print it.)

- [Click Here](#) to see an example questionnaire for [Commercial Advocacy](#)
- [Click Here](#) to see an example questionnaire for [Defense Advocacy](#)

**Note: When your company or any U.S. firm submits a questionnaire to the Advocacy Center, the document is considered business confidential and will not be shared with any person outside the U.S. Government unless the Advocacy Center is given permission to do so by your company.**

To access this page, you must have Adobe Acrobat Reader 5.0 or higher installed on your computer. Adobe Acrobat Reader allows you to view, navigate, and print PDF files across all major computing platforms.

# Offsets

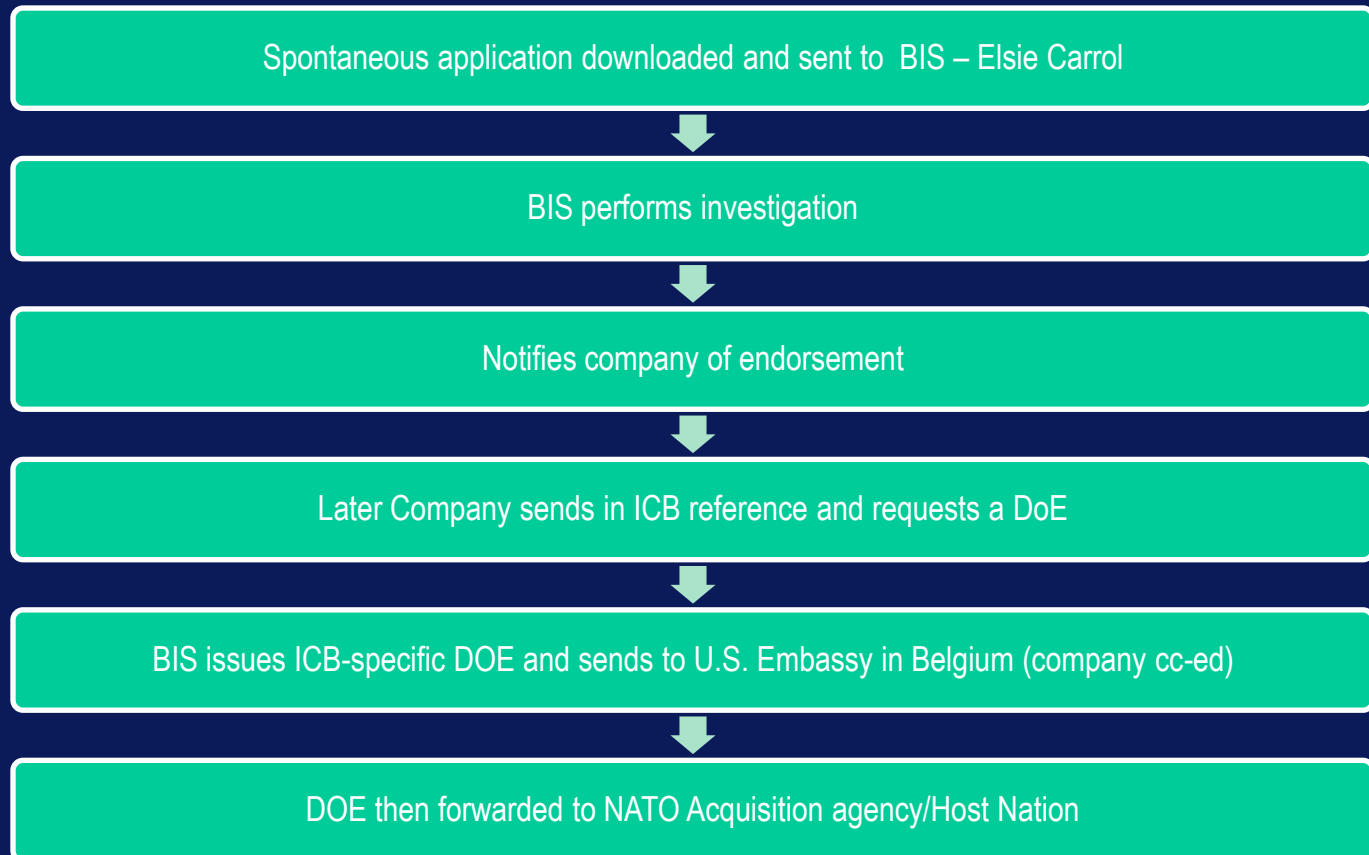
- Also a vestige of the Cold War
- NOT actual value
- Direct, Indirect and swapping
- Sometimes very formalized
- On the way out?
- Industry still wants them



# Declaration of Eligibility

- Bureau of Industry Security
- International Competitive Bid only
- Facility-related (multiple possible)
- NOT a security clearance - endorsement

# Declaration of Eligibility Process





# Bureau of Industry Security Contact

## Declaration of Eligibility – primary contact

Ms. Elsie Carroll

NATO Program Specialist

Bureau of Industry & Security

U.S. Department of Commerce

Phone: 202-482-8228

[elsie.carroll@bis.doc.gov](mailto:elsie.carroll@bis.doc.gov)



# Central Contractor Registration

- *CCR User ID & Password & Security Q's*
- DUNS [www.ccr.gov](http://www.ccr.gov)
- MPIN
- CAGE Code

# Security Clearance DISCO! (DOD)

[www.dss.mil](http://www.dss.mil)

## Facility

- **Corp process implementation**
- Takes **time** and **commitment**
- External initiator
- Qualify as a bidder
- Secret/Top Secret/Confidential
- **Facility Security Officer (FSO)**
- Key Management Personnel
- Defense Security Agreement to NISPOM
- Fingerprints to NARP

## Personnel

- **Pass or Fail**
- Takes **carefully** filling out forms
- Internal initiator (**YOUR FSO**)
- Secret/Top Secret/Confidential
- Briefed on NISPOM
- Investigation outsourced to OPM and going back 10 years
- Person as a whole – trustworthy, reliable...
- Fingerprints to NARP



# Facility Security Clearance Contact

**Mr. Gornayl Beliard**  
Security Specialist  
U.S. Mission to NATO  
Brussels, Belgium  
Tel: 322-707-3254  
[Gornayl.Beliard@us.army.mil](mailto:Gornayl.Beliard@us.army.mil)

# ITAR vs EAR

## ITAR

- DOS => DOD Trade Controls
- U.S. Munitions Lists
- Only munitions subject to USML
- Product -specific
- Presumption of Denial
- Lengthy, tedious procedure
- No re-export without license

## EAR

- DOC Bureau of Industry Security
- Commerce Controlled List
- All products are subject to EAR
- Target export country specific
- Presumption of approval
- Relatively efficient procedure
- No re-export without license



# Thank You!

## Question?

**Mr. Ira Bel**

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